FEDERATION OF EXCHANGE ACCOMMODATORS

FEA Headquarters / Fernley & Fernley, Inc.
100 North 20th Street @ Arch Street, 4th Floor
Philadelphia, PA 19103

Saturday, April 14, 2012
8:15 am – 4:00 pm

REGIONAL MEETING AGENDA

8:15 – 8:45 am **Registration and Breakfast**

8:45 – 9:00 am **Welcome and Introductions**
Mike Hines & Margo McDonnell, CES®

9:00 – 9:50 am **State Regulatory Issues**
Bill Horan, CES®
An in-depth review of past and present QI Regulatory requirements that may impact your exchanges. A representative(s) from the FEA's Government Affairs Committee will discuss the FEA Model Law and how nine states have adopted some form of regulation to provide consumer protection and promote stronger confidence in the exchange industry. The discussions will also include recent developments in NJ, WA, and CT as well as an overview of the FEA's Government Affairs initiatives on the federal front.

9:50 – 10:00 am **Networking Break**

10:00 – 10:50 am **Update on TIC and DST Industry**
Scott Sheehan
A look at the TIC & DST industry from 2002 to 2012.

- Investors, Sponsors, Brokers, & Qualified Intermediary perspectives
- Historical Returns
- Which properties, structures, and sponsors performed as projected and why.
- Which properties, structures, and sponsors didn't fare so well and why.
- DSTs.
- Why have DSTs replaced TICs; what's the difference and are they better for investors?

- Where does the industry go from here?
- How can Qualified Intermediaries benefit?

10:50 – 11:00 am **Networking Break**

11:00 – 11:50 am **QI Ethics**
Margo McDonnell, CES®
We'll take a look at a number of ethical issues faced by QIs. *Qualifies towards the CES® Ethics requirement.*

11:50 am – 1 pm **Lunch**

A Word from our Sponsors:
The Bancorp Bank, Mike Hines
1031 Investment Services, LLC

1:00 – 1:50 pm **Collectibles and Other Unique Exchanges**
Richard M. Heller, CES®

1:50 – 2:00 pm **Networking Break**

2:00 – 2:50 pm **Disaster Extensions and Preparing for Disasters**
More and more disasters are striking close to home. QIs need not only to have procedures in place to handle disaster extensions but to have their businesses prepared to handle the disaster as well. Our panel will review extensions and share how they prepared for Hurricane Irene last summer.
Sue Umstead, CES®
Michele Iaconis, CES®
Marissa LoCascio, CES®

2:50 – 3:00 pm **Networking Break**

3:00 – 3:50 pm **Building-to-Suit without Getting the "Boot"**
David Schechtman, Esq.
This program will explore technical and practical issues in both deferred and reverse exchanges involving construction of improvements. There will be a particular focus on the use of leasehold interests to facilitate these transactions.

3:50 – 4:00 pm **Closing Remarks**
Mike Hines and Margo McDonnell, CES®

Thank you to our Program Sponsors

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